

OUR SOLUTIONS FOR
YOUR CUSTOMERS

● ● ● THEY HAVE TRUSTED IN US

→ With a **PREMIUM BRAND IN THE HEATING SECTOR**, this customer selected Cotherm as an partner to

- Develop and supply a new line of precision electronic controls
- Pioneer new customized communications protocols
- Anticipate two generations of product in one development
- Prepare an ergonomically styled end-user product
- Coordinate and manage the project from R&D to production

→ As a **LEADING WATER HEATER MANUFACTURER** faced with a mandated change in national safety standards, Cotherm was chosen for our ability to

- Integrate an additional function to existing control design
- Develop a patented product unique to the market
- Insure that a new solution could be retrofitted in the after market
- Propose innovative technologies to meet evolving consumer needs

→ Maintaining a **DOMINANT POSITION IN COMMERCIAL CATERING PRODUCTS** led our customer to seek Cotherm to define a product which could

- Optimize application performance
- Improve consumer safety features
- Reduce service calls caused by installation errors
- Develop a more robust solution to resist aggressive environmental conditions
- Reduce costs

C O N T R O L S F O R T O M O R R O W

cotherm
INNOVATION ● ● ●

COTHERM reserves the right to bring any modifications to our products. We manufacture products according to drawings which serve as contractual documents. We are not responsible for damage resulting from inappropriate installation or use of our product.

SYNTHESE ECA and BUTTERFLY PROJECT - Tél. 04 78 90 02 73 - Photographs: B. PILIA / J.P. ANGEI - DOCCOMAGS1 - 01

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C O N T R O L S F O R T O M O R R O W

● ● ● INNOVATING TODAY OR HOW TO SUCCEED TOMORROW

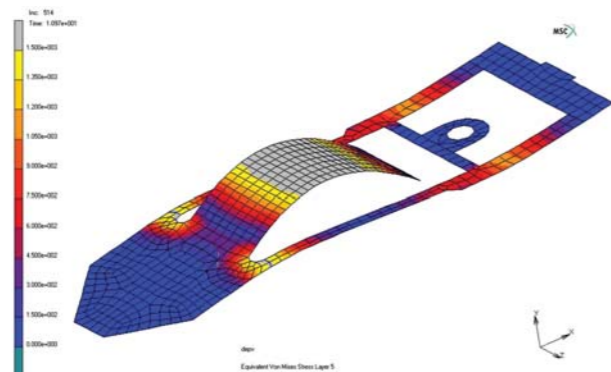
➔ Innovation is a key factor for success in all companies.

To remain decisively competitive in the long term, a company must have the capability to develop new and creative solutions which answer to the needs of its customers.

We believe in:

- a permanent interaction between customer requirements and the solutions we propose,
- our experience, our ability to listen, and the permanent need for re-assessment,
- the necessity to be responsive and to experiment,
- our capacity to understand, anticipate, and develop new products and services which are adapted to a changing environment and answer to market opportunities.

We believe in this process and make it an integral part of our daily lives.



● ● ● OUR WORLD: TEMPERATURE CONTROL AND YOU

➔ For over five decades, our teams have worked together to bring temperature control at the heart of our know-how.

Water heating, HVAC, sauna, oven, commercial cooking, coffee machines, wine cabinets, medical or industrial equipment...your applications for our technologies are numerous and varied. Each time that you have chosen to stand out from your competition with new designs, functions, maintenance or sales service, we have worked at your side with method, efficiency, responsiveness and pertinence.

With a strong presence in over fifty countries worldwide, our sales and marketing teams are in permanent contact with customers and partners to

- analyse and understand market trends
- anticipate future changes in order to build on our strengths in the area of electromechanical, electronics, plastics, and mecatronics.

● ● ● OUR PROPOSAL: TO BUILD A REAL PARTNERSHIP

➔ It is the result of the process.
Our aim is to work with you to bring our solutions to your customers.
This translates more concretely to shared product development and project management. The only condition for success is the formalisation of a shared objective.

Once this is in place, efficient and constructive action will follow.